

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

February 3, 1998

RJR Account #509977

Mr. F. Stewart
H. FOURTUNIS DBA A-W

MARCH: WINSTON B2G1F / PROMOTION #800115

Dear Fred:

WINSTON B1G1F product (6M), and Live product, has been ordered (see quantities listed below), as well as 150 skus of B2G1F Sleeve Display Kits (Item #538994) to pack and ship this promotion to your participating retail accounts. (Note that this product is not 'pre-sleeved' product.)

WINSTON BRAND STYLE	#/ Cases B1G1F (6M)	B1G1F UPC Code	#/ Cases LIVE	LIVE UPC Code
FF Box	<u>5</u>	12300-11226	<u>1</u> (12M)	12300-11212
Light Box	<u>10</u>	12300-11926	<u>5</u> (6M)	12300-11906
Ult Lt Box	<u>5</u>	12300-70326	<u>3</u> (6M)	12300-70306

Product / Premium Arrival:

February 23, 1998

Ship Date to Retail:

Week of: March 9, 1998

DISPLAY DETAIL (#538994)

SKU CUBE :

1.6700

SKU WT (w/o Product):

4.5000 lbs

Retail Sales Offer per Sku:

20 Offers

Billing per Sku:

4 Full Price Cartons

EFT \$ Amount:

\$5,827.19

PARTNERS 'BONUS' REPORTING DESCRIPTION

'WIN MAR B2G1F'

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B1G1F

H. FOURTUNIS DBA A-W

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'.

OPEN WINSTON B2G1F SHIPPING CASE. REMOVE RED CARDBOARD INSERT AND PLACE ONE B1G1F OFFER INTO EACH WINSTON STYLE-SPECIFIC SLEEVE. ADD ONE 'LIVE' WINSTON PACK OF SAME STYLE TO EACH OFFER. PLACE RED CARDBOARD INSERT BACK INTO CASE AND SHIP TO RETAILER.

BRAND STYLES: WINSTON FF BOX / WINSTON LT BOX / WINSTON ULT LT BOX

DISPLAY BRAND LOAD:

*** 4 CARTONS:**

2 WINSTON LT Box

1 WINSTON FF Box

1 WINSTON ULT LT BOX

EACH DISPLAY WILL CONTAIN TWENTY (20) B2G1F OFFERS.

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to **\$280.00 (10 (12M) case(s) @ \$28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: 162309

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WORKPLAN VAR TEMPLATE LISTING

 PAGE: 7
 DATE: 98-01-15
 TIME: 10.11 AM

 WHOLESALER : 509977 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 800115 80300 WIN MAR B2G1F
 TEMPLATE SEQ : 0038
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122206	122224	179404	PLEASANT BRIAR SVC	1168 PLEASANTVILLE	BRIARCLIFF MNR	NY	10510	1				(914) 762-8416
122206	122224	248288	AQUEDUCT RD., INC.	190 AQUEDUCT RD	WHITE PLAINS	NY	10606	1				(914) 682-9404
162308	162329	130749	CHANINGVILLE DELI	23 CHANNINGVILLE	WAPPINGERS FAL	NY	12590	1				(914) 297-1232
162308	162329	562452	SIXTY SOUTH AVE. IN DBA VILLAGE SERVI	WAPPINGERS FLS	NY	12590		1				(914) 297-1414
162309	162330	179408	DA ROSE CORNER STOR	102 ALBANY POST R	BUCHANAN	NY	10511	1				(214) 739-6991
162309		179414	LAKE CARMEL GENERAL STORE, INC.	LAKE CARMEL	NY	10512		1				(914) 225-2007
162309		179441	SAN VELDT STORES IN DBA LOU'S CORNER	PEEKSKILL	NY	10566		1				(914) 737-2717
162309		179478	ROYAL CARD & GIFT	7 BANK ST	PEEKSKILL	NY	10566	1				(914) 737-2855
162309		526965	D & E NEWS	JEFF. VALLEY MALL YORKTOWN HTS	NY	10598		1				(914) 737-3152
162309		536210	DANZA STATIONARY INC	828 WASHINGTON ST	PEEKSKILL	NY	10566	1				(914) 737-3247
162309		684940	MCMICHAEL'S DELI	1099 N DIVISION S	PEEKSKILL	NY	10566	1				(914) 739-2238
162309	162329	696105	DELTA MOTORS	35 SMADBELL AVENU	CARMEL	NY	10512	1				(914) 228-1660
162309		716251	SOMERS MOBIL	291 ROUTE 100	SOMERS	NY	10589	1				(914) 277-8535
162309	162329	769481	PUTNAM LAKE MKT. INC	74 FAIRFIELD DRIV	PATTERSON	NY	12563	1				(914) 279-5905
162309		787069	FUEL & WASH	91 GLENEIDA AVE	CARMEL	NY	10512	1				(914) 225-9727
162309	162329	827259	PUTNAM VALLEY MARKE	5 SUNSET HILL RD	PUTNAM VALLEY	NY	10579	1				(914) 528-8626
162309	162330	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	10566	1				(914) 737-2221
162309		179560	MAHOPAC PHARMACY	53 E LAKE BLVD	MAHOPAC	NY	10541	1				(914) 628-5600
162309		179612	VALLEY MARKET	OLD ROUTE 6	JEFFERSON VLY	NY	10535	1				(914) 245-1676
162309		179661	PUTNAM LAKE DELI	93 HAVILAND DR	PATTERSON	NY	12563	1				(914) 279-2014
162309		448654	PEEKSKILL SUNOCO, IN	722 N DIVISION ST	PEEKSKILL	NY	10566	1				(914) 737-2514
162309	162330	546043	PEEKSKILL STATIONER	987 MAIN ST	PEEKSKILL	NY	10566	1				6807 (914) 736-0380
162309	162329	551889	HOPES DRUG STORE	47 MAIN ST	BREWSTER	NY	10509	1				(914) 279-2033
162309		952404	CHEZ MINI MARKET	590 SOUTH ST	PEEKSKILL	NY	10566	1				(914) 737-9479
162309	162330	480979	BAISLEYS & MARAZINO	800 HUDSON AVE	PEEKSKILL	NY	10566	1	NYS			(914) 737-1300

PAGE BREAK TOTAL ACCOUNTS 25 TOTAL QUANTITY 25

TEMPLATE TOTAL ACCOUNTS 25 TOTAL QUANTITY 25

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WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 800115 80300 WIN MAR B2G1F
 TEMPLATE SEQ : 0038
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122105	180023	HARTELLS GROCERY IN	326 N BROADWAY	UPPER NYACK	NY 10960			1				(914)358-1250
122204	122220	340514 TANGLEWOOD STATR'Y	2264 CENTRAL PARK	YONKERS	NY 10710			1				(914)793-5061
122206	122224	291105 DONAHUES VARIETY	121 LAKE ST	WHITE PLAINS	NY 10604			1				(914)684-9224
122206	122224	734739 ARCADIAN CARD & GIF	230 S HIGHLAND AV	OSSINING	NY 10562			1				(914)762-0351
133005	133030	130769 84 QUIK STOP	5084 ROUTE 17M	NEW HAMPTON	NY 10958			1				(914)374-2208
133005	133030	179116 QUAKER CREEK	767 PULASKI HWY	GOSHEN	NY 10924			1				(914)258-4570
133005	133030	600426 A PLUS	68 BROOKSIDE AVE	CHESTER	NY 10918	1	NYS	1		0362-0102		(914)469-7552
162210	162227	130376 OTTISVILLE CONV ST	ROUTE 211	OTTISVILLE	NY 10963			1				(914)386-1461
162210		704978 HARRY FOURTUNIS	261 NORTH ST	MIDDLETOWN	NY 10940			6				(914)342-2650
162210	162233	178194 CORNER STORE	37 S MAIN ST	LIBERTY	NY 12754			1				(914)292-9087
162210		130446 KOUNTRY KORNER	RR 1 BOX 196	CALICOON	NY 12723			1				(914)887-4350
162210	162327	178872 VALLEY PHARMACY	ROUTE 52	PINE BUSH	NY 12566			1				(914)744-3111
162210		550143 PARKSVILLE EXXON	MR ROUTE 17	PARKSVILLE	NY 12768			1				(914)292-7657
162210		641280 GNP PETROLEUM INC	RT 211	MIDDLETOWN	NY 10940			1				(914)342-4700
162210		676357 M&M CONFETIONERS	47 BENNETT ST	MIDDLETOWN	NY 10940			1				(914)343-7012
162210		722998 SPECIAL MKT	2 GLEN WILD RD	ROCK HILL	NY 12775			1				(914)791-7835
162210	162227	966204 ROBERT L WILSON	650 ROUTE 211 E	MIDDLETOWN	NY 10940			1				(914)692-3022
162210	162227	178898 CINOTTIS MARKET	11 MINE HILL RD	OTTISVILLE	NY 10963			1				(914)386-2291
162210	162227	178902 PERINO'S DELI.	ROUTE 6	SLATE HILL	NY 10973			1				(914)355-8686
162210		485720 WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALLEY	NY 12588			1				(914)744-3051
162210	162227	688667 FAIR OAKS GENERAL S	RR 8 BOX 279	MIDDLETOWN	NY 10940			1				(914)361-4630
162210	162233	705602 KELLY'S DELI	210 N MAIN ST	LIBERTY	NY 12754			1				(914)292-1182
162210		705901 BORDERLINE DELI	1226 BURLINGHAM R	PINE BUSH	NY 12566			1				(914)744-5775
162210		759736 CASPERS TWO INC.	ROUTE 209 P.O. BO	SUMMITVILLE	NY 12781			1				(914)888-5363
162210	162227	178453 JAMES' GENERAL STOR	PO BOX 346	NAPANOCH	NY 12458			1				(914)647-5973
162305	162328	754480 M&M MOBIL, INC.	1000 FLATBUSH RD	KINGSTON	NY 12401			1				(518)336-2793
162306	162328	630642 HOME TOWN DELI	COUNTY RT. 19	ELIZAVILLE	NY 12523			1				(914)756-4501
162306		651695 208 MARKET	RT 209	KERHONKSON	NY 12446			1				(914)526-3454
162306	162327	900015 ROMDOUT VALLEY GROC	PO BOX 416 ROUTE	ACCORD	NY 12404			1				(914)626-4661
162307	162327	178861 DAIRY MART 632	152 NORTH ST	NEWBURGH	NY 12550			1		2757-1100		(914)561-7640
162307	162327	047278 DOLAN'S MARKET	37 WALLKILL AVENU	WALLKILL	NY 12589			1				(914)895-2211
162307		179174 QUICK DELI	251 STATE ROUTE 1	NEWBURGH	NY 12550			1				(914)564-0660
162307		286486 MAGYAR'S SERVICE CT	704 ROUTE 9W	MIDDLE HOPE	NY 12550			1				(914)561-3177
162307		336213 LATIN GROCERY	193 BROADWAY	NEWBURGH	NY 12550			1				(914)565-9664
162307		486152 DBL PETROLEUM CORP.	600 ROUTE 17K	MONTGOMERY	NY 12549			1				(914)564-9888
162307		559770 MO'S CONVENIENCE	779 BROADWAY	NEWBURGH	NY 12550			1				(914)561-1257
162307		578991 LAHEY'S MIDWAY	264 QUASSAICK AVE	NEW WINDSOR	NY 12553			1				(914)561-8533
162307		617948 C G DELI MANAGEMENT	270 HUDSON ST	CORNWALL HDSN	NY 12520			1				(914)534-2450
162307	162327	666444 IRELAND CORNERS	551 STATE ROUTE 2	NEW PALTZ	NY 12561			1				(914)255-8883
162307		667003 JAY DEE'S DELI	WALLKILL AVENUE	WALLKILL	NY 12589			1				(914)895-3100
162307		672417 MARKONIC'S DELI MKT	1191 RT. 9W #28	MARLBORO	NY 12542			1				(914)236-3226
162307	162328	209935 ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY 12515			1				(914)883-6655

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5N55B2	WORKPIECE VAR TEMPERATURE LISTING	PAGE: 13
203290 HARRY FORTUNIS, INC. (DIRECT)	TEMPERATURE	TIME: 10:09 AM
800115 80300 WIN MAR 2616	TEMPERATURE SEQ	DATE: 98-01-15
0038	SALES LEVEL	16XXXX

WHOLESLER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 800115 80300 WIN MAR B2G1F
 TEMPLATE SEQ : 0038
 SALES LEVEL : 16XXXX

TERM	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT	PHONE #
162308	162328	619772	GETTY SERVICE STASI	355 MILL ST	POUGHKEEPSIE	NY	12601	3				(914)473-1442	
162308	162328	669437	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSIE	NY	12603	1				(914)471-7344	
162308	162329	669448	DAIRY MART 605	228 MYERS CORNER	WAPPINGERS FAL	NY	12590	1		2757-1100		(914)297-9990	
162308	162328	682626	AL'S ROYAL PETRO IN PO BOX 2074		NEWBURGH	NY	12550	1				(914)229-1252	
162308	162329	696040	SUNOCO S/S	FAMILY QUICK STOP	HOPEWELL JCT	NY	12533	1				(914)227-9221	
162308	162328	746373	DMK PETROLEUM BP	340 VIOLET AVE	POUGHKEEPSIE	NY	12601	1				(914)486-4199	
162308	162328	760276	THREE JAY'S GULF	258 ROUTE 44	SALT POINT	NY	12578	1				(914)677-1141	
162308	162329	843136	FAMILY QUICK STCP	10 WEST MAIN STRE	PAWLING	NY	12564	1				(914)855-9220	
162309		068522	GARRISON MART	PO BOX 48	GARRISON	NY	10524	1				(914)424-3837	
162309		179311	KOEBACKERS MARKET	90 N MAIN ST	BREWSTER	NY	10509	1				(914)279-3515	
162309		179608	BREWSTER SUPERETTE	50 CARMEL AVE	BREWSTER	NY	10509	1				(914)279-3415	
162309		179609	BREWSTER HILL GEN S	ROUTE 312	BREWSTER	NY	10509	1				(914)279-9784	
162309		787150	NORTH BREWSTER DELI	4 ROUTE 312	BREWSTER	NY	10509	1				(914)278-9620	
162309		922459	HAVERSTRAW SUPERETT	21 BROADWAY	HAVERSTRAW	NY	10927	1				(914)429-9876	
162309		178885	FAIRWAY FOOD CTR. IN	66 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-3992	
162309	162330	179143	JAYS DELI	497 ROUTE 32	HIGHLAND MILLS	NY	10930	1				(914)928-2803	
162309	162329	242620	FAIRFIELD FOOD AND	FUEL CORP.	BREWSTER	NY	10509	1				(914)279-4419	
162309		365630	DAVIG CORP. D/B/A	EASY STOP	BREWSTER	NY	10509	1				(914)279-6333	
162309		397629	BASSO DELI, INC.	D/B/A M & R MARKE	FORT MONTGOMER	NY	10922	1				(914)446-9580	
162309	162330	436555	D A K S TECH., INC.	4 SMITH CLOVE RD	CENTRAL VALLEY	NY	10917	1				(914)928-9614	
162309	162329	460627	STORMVILLE CITGO	ROUTE 216	STORMVILLE	NY	12582	1				(914)227-6917	
162309		486368	GINO'S DELI.	TOWNERS ROAD	CARMEL	NY	10512	1			904292	(914)225-1188	
162309	162330	728412	SHIVAM VARIETY INC.	307 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-2510	
162309	162330	745253	HARRIMAN EXXOM	2 MELODY LANE NOR	CENTRAL VALLEY	NY	10917	1				(914)782-7589	

PAGE BREAK TOTAL ACCOUNTS 109 TOTAL QUANTITY 125

TEMPLATE TOTAL ACCOUNTS 109 TOTAL QUANTITY 125

***** END OF REPORT FOR PROMOTION 800115 *****

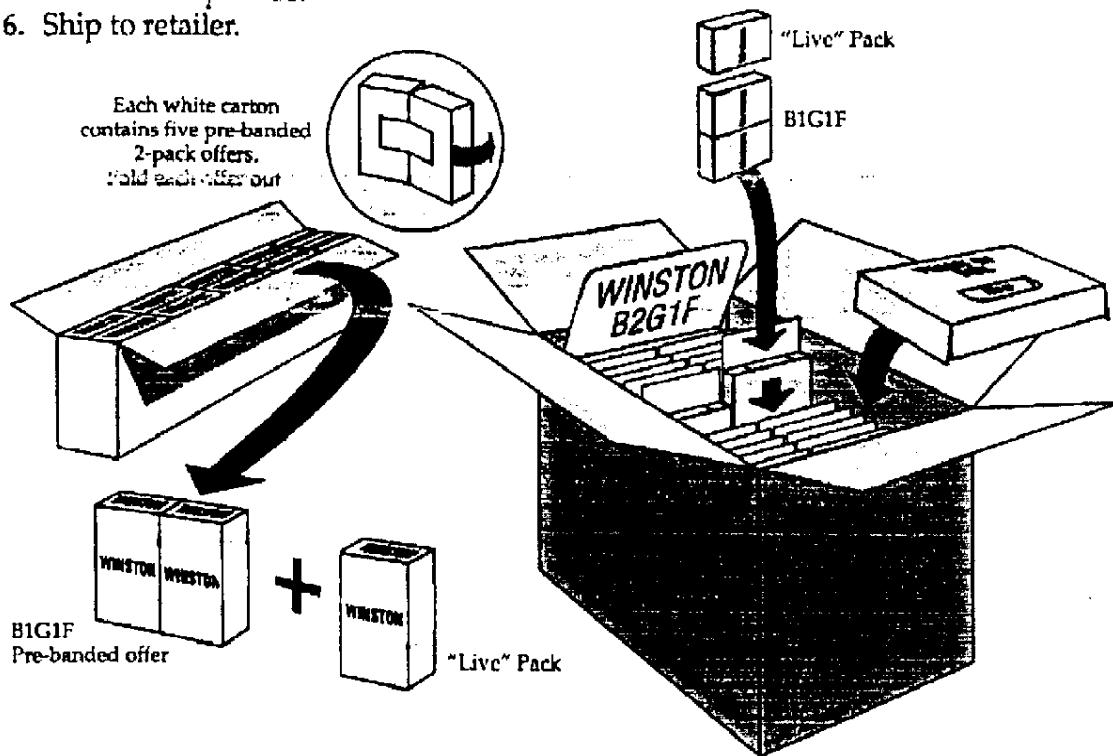
WHOLESALER PACKING INSTRUCTIONS**VALUE ADDED PROMOTIONS****1ST QTR.'98**

March WINSTON B2G1F

(Buy 2 Packs Get 1 Free)

STEPS

1. Open WINSTON B2G1F shipping case. Remove red cardboard insert.
2. Place one B1G1F offer into each Winston style specific sleeve. Promotional product is in white cartons, utilize 2 cartons Winston Lt. Box, 1 carton Winston FF Box and 1 carton Winston Ul. Lt. Box.
3. Add one "live" Winston pack of same style to each offer.
4. Place red cardboard insert back into case. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Item: # 538994

Promotion Reporting Description: WIN MAR B2G1F

Brand Style	LT BOX	FF BOX	ULT LT BOX			
Number of Cartons	2	1	1			

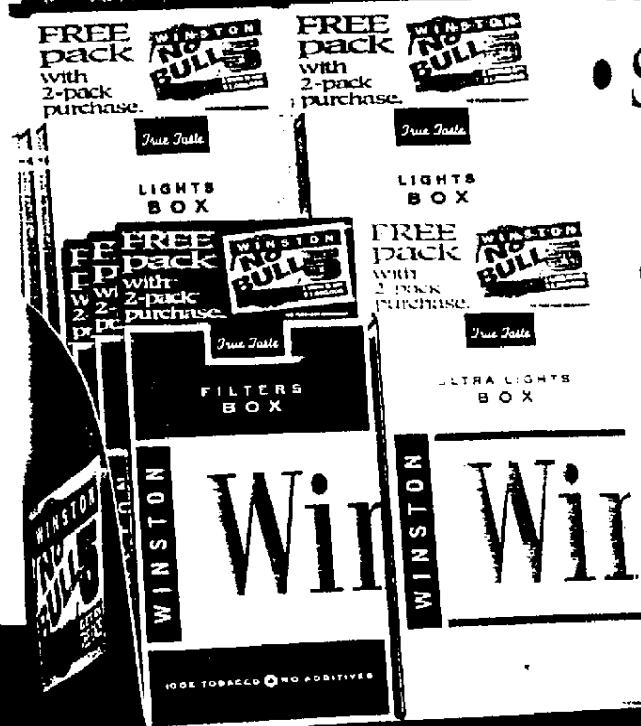
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FREE pack with 2-pack purchase

Smoke this

FREE pack

with 2 pack
purchase



- Kick off March with this offer: Buy 2 packs. Get one free.
- Special packaging in Full Flavor, Lights and Ultra Lights Box Styles.
- Dramatic counter display and poster.
- Another No Bull 5 way to build traffic.



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